



Inside

SBA's Surety Bond Program Opens Door for Cape-based Green Seal Environmental

Page 2

**Quarterly Lenders Meeting in Boston on April 5
Worcester SCORE Assists Launch of Partnering Resources**

Lenders - Link to SBA from Your Web Page

Page 3

Kija Kim Represents Massachusetts at SBA's National Small Business Week 2006 Celebration

In celebration of America's entrepreneurial spirit, the SBA will host Small Business Week 2006, in Washington, D.C., April 12-13, when more than 100 outstanding business owners from around the country will be honored.

Kija Kim, president and CEO of Cambridge-based Harvard Design & Mapping Co., Inc., the 2006 Massachusetts Small Business Person of the Year, will represent Massachusetts at the national event. HDM provides state-of-the-art, location-based information technology services and products to federal, state and municipal agencies within its governmental solutions group, and to Fortune 1000 clients within its commercial solutions division.



Kija Kim will be honored along with nine other Massachusetts small business award winners at a luncheon hosted by the Affiliated Chambers of Greater Springfield on June 12, 2006.

Massachusetts SBA Office Hosts 8(a) Business Development Workshop

On February 17, thirty SBA-certified 8(a) firms learned how to take advantage of their 8(a) certification. The 8(a) Program is a business development program for minority owned firms or anyone who can prove that they have been discriminated against.

Small business specialists from the Army Corps of Engineers and the General Services Administration explained what federal officials look for in a prospective vendor. The featured speaker was Nanu Nobis of Nobis Engineering, a successful 8(a) program graduate, who explained the strategies he used to take full advantage of the program and to ultimately become successful on his own. Call David Polatin at SBA at 617-565-5562 for more information on this program.



SBA Surety Bond Guarantee Program Can Open New Opportunities for Small Businesses

SBA's READY – SET – GO

Community Workshops

Learn about SBA's programs & services.

4/4: Quincy Career Center, **Quincy**, 1 – 3 p.m. Call 617-745-4000.

4/19: CareerWorks, **Brockton**, 2 – 4 p.m. Call 508-513-3400.

4/20: **Plymouth** Career Center, 10 a.m. – 12 noon. Call 508-732-5399 to register.

4/21: Scibelli Enterprise Center, **Springfield**, 8:30 – 10 a.m. Call 413-785-0484.

4/25: O'Neill Federal Building, **Boston**, 10 – 11:30 a.m. Contact Anna Outerbridge at 617-565-8510.

Overview of SBA's 8(a) Business Development Program

4/26: 10 – 11 a.m. Socially and economically disadvantaged firms can learn about 8(a) program benefits and application procedures, how to gain preference for federal contracts, access sole source contract, and how to become certified. Contact Anna Outerbridge at 617-565-8510 to register.

Small business contractors and service companies that want to become more competitive and bid on projects requiring surety bonds, can look to the SBA for the help they need to step up to that next level of business success.

The SBA's Surety Bond Guarantee Program can help small business contractors and manufacturers overcome challenges they face in winning government contracts and private-sector contracts, and in the process help them get that next bond and contract.

Sandwich-based Green Seal Environmental, Inc., a full-service environmental, engineering and safety consulting firm, credits this program with enabling them to complete a substantial contract with the Army Corps of Engineers. When the firm won the contract and learned they needed a bond they tried to obtain one from a non-traditional bonding company that uses encumbered property in lieu of a traditional bond. Green Seal CEO Christie Wirsén said that the process was a "fiasco" and they feared losing the contract.

The contracting officer at the Army Corps recommended that Green Seal investigate SBA's Surety Bond Guarantee Program. This turned out to be a good decision when the firm obtained a performance bond and a payment bond totaling \$735,000 through a Boston-area participating insurance company. "Without it," said Wirsén, "the Corps would have awarded the contract to another firm and we would have been held liable for damages."

The idea behind surety bonding is simple and direct. One person, or entity, guarantees to another that a third person will perform a contract according to its terms. When a government entity awards a construction project to the lowest bidder, it knows that the surety bond company stands behind the contractor's promise to complete the job according to the owner's specifications and terms of the contract. Often, however, new and small businesses may not be able to obtain bonds through regular commercial channels.

With the SBA's Surety Bond Guarantee Program the SBA guarantees surety companies against a percentage of the losses sustained as a result of a contractor's default on a guaranteed bid, payment or performance bond, making them more willing to issue bonds for smaller, newer companies. The SBA can guarantee bid, payment and performance bonds for construction, service, and supply contracts up to \$2 million for eligible small contractors.

The SBA charges fees to both the contractor and the surety company. Rates are published periodically in the Federal Register. The SBA does not charge the contractor a fee for a bid-bond guarantee. Using the SBA's Surety Bond Guarantee Program can open up more business opportunities for small businesses. It could pave the way to obtaining a federal, state, county, municipal or private-sector contract, and another, and another, and another.

For more complete information on the Surety Bond Guarantee program, go online to www.sba.gov/osg or call David Polatin at SBA in Boston at 617-565-5562. The following insurance companies participate in Massachusetts:

- Susan Glazier, John L. Danchy Insurance Agency, Cambridge
Phone: 617/547-6800
- Marybeth Bradley, Bradley Ins. & Bonding Agency Ins., Weymouth
Phone: 781/340-3900
- Ellen Young, Eastern Insurance Group, LLC., Natick
Phone: 800/333-7234 ADD
- Albert J. Tonry, Albert J. Tonry & Co; Inc.
Phone: 617/773-9200

Quarterly Lenders Meeting in Boston on April 5, 2006
ReadyTalk Presentation by National Guaranty Purchase Center

Our next quarterly lenders' meeting on Wednesday, April 5, 2006 from 9:30 – 11:30 a.m. will include a ReadyTalk presentation by a representative of SBA's National Guaranty Purchase Center in Herndon, Virginia. SBA District Director will provide agency and office updates and we will recognize our *Lender of the Quarter*.

Plan on attending this meeting in person at the Tip O'Neill Federal Building in Boston or by using ReadyTalk. To access ReadyTalk, logon to www.readytalk.com; the access code is 3702101 AND call 866-740-1260, access code 3702101.

To register, please contact Anna Outerbridge at 617-565-8510 or fax her at 617-565-5598 if you plan to attend via ReadyTalk.

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Worcester SCORE Assists Successful Launch of Partnering Resources

In July 2004, Northborough resident Maya Townsend had a full-time corporate human resources job in Worcester but had dreamed for many years of starting a management consultancy business. Despite having deep knowledge of consulting and organization dynamics, she had no experience with starting a company. She knew she needed help, so she called the SCORE branch office in Westborough and was paired with counselor Pete Allen, a semi-retired consultant.

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Pete over time has become a valued mentor to Maya, sharing his 37 years of business experience by providing advice on detailed issues such as insurance, legal, and especially focused marketing. Initially he strongly encouraged Maya to draft a detailed business plan, reviewed it thoroughly, and provided in-depth comments. With his guidance and encouragement, Maya secured three clients before leaving her job, moving to Greater Boston, and starting her own practice in January 2005. For complete story, go to the following url: <http://www.scoreworchester.org/casstudies.html>.

Lenders - Link to SBA from Your Web Page/Internet Location

In order to take full advantage of the technology that is currently available to us and to help spread the word about SBA and all that we can do to assist small businesses, we encourage our participating lenders to note **SBA Loans** and **SBA Lending** on their respective web pages under your commercial loan product listing. Lenders are also encouraged to note that they are participating SBA lenders and their status under any expedited loan programs.

Lenders are also encouraged to incorporate a link to the Massachusetts SBA home page from their web site. By doing this, potential SBA loan customers will be able to explore the SBA site and take advantage of all of the educational and informational resources available through the SBA <http://app1.sba.gov/hotlist/criteria.cfm> will take you to the page which includes linking instructions and criteria.

Lender ranking from 10/1/05 through the present can be found at: <http://www.sba.gov/ma/>.